

Message Text

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PAGE 01 ACCRA 09451 291228Z
ACTION AF-08

INFO OCT-01 ISO-00 EB-07 /016 W
-----291343Z 020003 /44

R 290914Z DEC 76
FM AMEMBASSY ACCRA
TO USDOC WASHDC
INFO SECSTATE WASHDC 5899

UNCLAS ACCRA 9451

E.O. 11652: NA
TAGS: BEXP GH
SUBJECT: WTDR - JAKAB CONSTRUCTION

REF: USDOC 19949

1. GHANA 2. CNTRY CODE: N/A 3. SER. NO: N/A

4. JAKAB CONSTRUCTION

5. P.O. BOX 6782; 110 CASTLE RD.

6. ACCRA, GHANA

7. EST. 1975 8. EMPL: NONE 9. SIZE: SMALL

10. REPUTATION: POOR

11. SMALL RECENTLY-ESTABLISHED GHANAIAN FIRM; OFFERS CONTRACTUAL SERVICES FOR BUILDING DECORATION, AND FOR SUPPLYING SAND AND GRANITE TO CONTRACTORS. INTERESTED IN AGENT/DISTRIBUTORSHIP RELATIONSHIPS WITH FO EIGN FIRMS FOR BUILDER'S HARDWARE AND SUPPLIES, BUT HAS THUS FAR ENGAGED IN NO SUBSTANTIVE FOREIGN TRADE ACTIVITIES.

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12. RPT. DATE: 12/76

14. CONTACT: MR. JOHN K. BINEY TITLE:MANAGER

15. CABLE: NONE 16. TELEX: NONE 17. TEL:24921

18. FINANCIAL REF: BANK FOR HOUSING AND CONSTRUCTION, MOBIL HOUSE
BRANCH, P.O. BOX M-1, ACCRA, GHANA

19. NO REALISTIC TRADE REF. PROVIDED.

20. NO FOREIGN FIRMS REPRESENTED.

21. MR. BINEY, OWNER AND SOLE OPERATOR OF THIS FIRM, IS A PROFESSIONAL PHOTOGRAPHER; USES HIS STUDIO AS OFFICE AND HEADQUARTERS; IS BASICALLY INTERESTED IN MARKETING A NEW U.S. GLASS PRODUCT FOR WHICH HE IMAGINES AN "ENORMOUS POTENTIAL," AND EVENTUALLY ESTABLISH A FACTORY TO ASSEMBLE ARMORED VEHICLES USING THE UNBREAKABLE GLASS. ALTHOUGH HE CLAIMS TO BE REORGANIZING HIS FIRM IN CONSULTATION WITH "LEADING BANKING PERSONALITY" AND OTHERS, MR. BINEY'S PROJECTS SEEM TOO AMBITIOUS AND UNREALISTIC, GIVEN GHANA'S SERIOUS FOREIGN EXCHANGE SITUATION. IN ADDITION, MR. BINEY OBVIOUSLY HAS NO FOREIGN TRADE EXPERIENCE NOR THE NECESSARY CAPITAL SUCCESSFULLY TO IMPLEMENT ANY OF HIS PLANS. CONSEQUENTLY, WE DO NOT RPT NOT RECOMMEND HIS COMPANY AS SUITABLE TRADE CONTACT FOR U.S. BUSINESSMEN AND URGE THAT EXTREME CAUTION BE EXERCISED IN ALL TRANSACTIONS.

22. PREPARED BY: P.A. HENNISON APPROVED BY: A.L. GLAD
AT AMERICAN EMBASSY, ACCRA. LINEHAN

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